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NOMURA

Half Year Report for the 117th Fiscal Year

(From April 1, 2020 to September 30, 2020)

Nomura Holdings, Inc.

Half Year Report for the 117th Fiscal Year

Message from the Group CEO

Dear shareholders,

I would first like to express my sincerest gratitude for your continued support.

I am pleased to report our financial results for the first half of the 117th fiscal year.

Although the period saw continued uncertainty in the business environment due to the pandemic, our three core business segments reported a year on year increase in both net revenue and income before income taxes. Firmwide income before income taxes was a record high, underpinned by our strong commitment to business continuity.

In Japan, we continue to implement structural reforms, including branch office integration, in order to further tailor our services to the needs of our clients. We have also started to see the results of our efforts since 2019 to rebuild our business platform. Total income before income taxes from our international business accounted for more than 40 percent of firmwide results.

Nomura declared a dividend per share of 20 yen for shareholders of record as of September 30, 2020, taking into consideration a comprehensive range of factors including our target consolidated dividend payout ratio of 30 percent.

Nomura will celebrate its 100th anniversary in 2025. Our management vision as we approach this milestone is to achieve sustainable growth by helping resolve social issues.

Thank you very much once again for your support.

Kentaro Okuda
Representative Executive Officer
President and Group CEO
Nomura Holdings, Inc.

November 2020

Overview of Consolidated Operating Results for the First Half of the Fiscal Year (April 1, 2020 through September 30, 2020)

(Billions of yen)

	Three months ended June 30, 2020	Three months ended September 30, 2020	Six months ended September 30, 2020
Net revenue	460.7	369.0	829.7
Income before income taxes	181.8	83.6	265.4
Net income attributable to NHI shareholders	142.5	67.6	210.2

Note: Rounded to the nearest hundred million yen.

Key Points

- In the first quarter, Wholesale net revenue reached its highest level since reporting under the US GAAP started in the fiscal year ended March 2002 as markets normalized following a downturn, and we continued to tailor our services to the needs of our clients. As a result, total income before income taxes from our three core businesses increased 6.2 times compared to the previous quarter.
- In the second quarter, a significant year on year improvement in Retail and Wholesale revenue contributed to firmwide income before income taxes of 83.6 billion yen and net income of 67.6 billion yen. While our three core businesses reported lower income before income taxes as compared to a record first quarter, the results represented the best second quarter performance since the fiscal year ended March 2002.
- Overall, the underlying revenue generating power of all business divisions improved significantly in the first half, supported by initiatives last year to rebuild our business platform and cost reductions. Income before income taxes was 265.4 billion yen, the best first half performance ever.

Retail

(Billions of yen)

	Three months ended June 30, 2020	Three months ended September 30, 2020	Six months ended September 30, 2020
Net revenue	81.1	92.8	173.9
Income before income taxes	15.1	22.8	37.9

- Retail had a solid first quarter despite restrictions on sales activities. In addition to positive impact from cost reductions, there was a drop in mainly SG&A expenses as compared to the previous quarter due to the impact of coronavirus. Sales of Japanese and foreign stocks were particularly strong.
- In the second quarter, Retail reported an increase in both net revenue and income before income taxes as compared with the first quarter. This result was due to stronger sales of all products and services, driven by our diversified approach to clients, including digitalization, and contributions from primary deals.
- We are gradually seeing results from our channel realignment and branch office integration initiatives implemented in 2019. We will continue working to build a framework to provide optimal products and services tailored to the needs and demands of our clients.

Asset Management

(Billions of yen)

	Three months ended June 30, 2020	Three months ended September 30, 2020	Six months ended September 30, 2020
Net revenue	34.0	26.8	60.9
Income before income taxes	19.2	11.4	30.6

- First quarter net revenue and income before income taxes increased from the previous quarter as markets recovered from a decline due to coronavirus. The result also reflected continued inflows into ETFs (exchange traded funds) and improved contributions from American Century Investments (ACI) related gain/loss.
- Although asset management fees increased in the second quarter, the division saw a quarter on quarter decline in both net revenue and income before income taxes due to a decrease in ACI related gain/loss. Despite this, market factors helped lift assets under management to a record high.
- The investment trust business reported continued inflows into defined contribution (DC) plan funds and ETFs. In addition, we launched new ESG products for public investment trusts and DC plans. In Investment Advisory, while Japan saw an increase in redemptions due to public pension fund portfolio rebalancing, we won new mandates for alternative investment management and Japan equities. Internationally, funds flowed into absolute return funds and high-yield products.

Wholesale

(Billions of yen)

	Three months ended June 30, 2020	Three months ended September 30, 2020	Six months ended September 30, 2020
Net revenue	248.7	220.3	469.0
Income before income taxes	87.9	65.5	153.3

- In the first quarter, Wholesale reported strong revenue growth in Fixed Income and Americas and AEJ Equities due to increased client activity and high volatility. As a result of continued efforts to control costs, we had a record quarter as income before income taxes increased significantly on both a quarter on quarter and year on year basis.
- In the second quarter, although revenues declined compared with the record prior quarter, all business lines and regions reported stronger revenues year on year. As a result, we booked record high second quarter net revenue. Fixed Income revenues were solid, increasing 35 percent year on year, and Americas drove strong Equities revenues. Investment banking revenues rebounded significantly as we supported multiple Japanese ECM (financing-related business through stocks, etc.) and global M&A deals.

<u>Global Markets</u>

- Net revenue rose considerably in the first quarter, mainly due to an increase in client activity. Fixed Income reported a record net revenue as Credit and Securitized Products rebounded from the previous quarter, and Rates booked strong gains from the robust prior quarter. In Equities, derivatives performance rebounded in the Americas and AEJ, and Cash Equities remained solid.
- In the second quarter, while revenues declined compared with the record previous quarter, we reported the strongest second quarter net revenue ever. In Fixed Income, although Rates slowed from the extremely strong previous quarter, revenues remained solid with contributions from Agency Mortgages and strong performance in Credit, Securitized Products, FX and Emerging Markets. Equities revenues increased from the robust previous quarter driven by Americas derivatives performance, while Cash Equities revenues remained solid.

<u>Investment Banking</u>

- Despite the ongoing impacts of coronavirus, first quarter revenues increased from the previous quarter, which was impacted by a sharp market decline. Although ECM was sluggish in Japan, DCM (bond underwriting business) and ECM Solutions revenues grew as we responded to the needs of clients. Internationally, revenues increased due to ECM deals in the Americas and DCM deals aimed at ensuring liquidity.
- In the second quarter, a rebound in Japan ECM drove stronger revenues compared with the first quarter. We supported multiple large ECM deals in Japan, and DCM and ECM Solutions also remained strong. In addition, we supported business reorganizations in Japan through multiple M&A deals and high-profile cross-border deals in both Japan and overseas. We ranked 9th in the Global M&A League Table (Bloomberg) for January through September this year.